



Trade News

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**The U.S. Department of
Commerce's (USDOC)
U.S. Export Assistance
Centers Serving North and
South Carolina —**

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TRADE NEWS is the monthly newsletter of the U.S. Commercial Service, U.S. Dept. of Commerce in North and South Carolina. It is distributed by email. To correct, add or delete an address, send complete contact information to the Columbia USEAC at the email address or fax # above.

New USTR Agreements Will Slowly Eliminate Drawback Rights - Exporters receiving duty drawback refunds or using a duty deferral program such as a foreign trade zone (FTZ) could soon lose these valuable benefits. Unless exporters act quickly, in a few short years drawbacks and duty deferral could be eliminated in the entire Western Hemisphere. The U.S. Trade Representative is seeking to restrict or eliminate these programs under various free trade agreements (FTAs) currently being negotiated. The recently signed U.S.-Chile FTA contains such restrictions and the USTR will seek similar limitations in FTAs being negotiated with most countries in the Western Hemisphere (Central America and the Free Trade Area of the Americas) as well as Australia, Morocco, and the Southern African Customs Union. Duty drawback is a refund program that provides exporters with a refund of 99% of the Customs duties paid on imported products or components that are then exported or used to manufacture finished goods that are exported. Duty deferral programs such as FTZs are facilities within the U.S. that are considered outside of the U.S. Customs territory. Deferral programs allow the user to import finished goods or components into the facility and then export either those same goods or products manufactured in the facility, all without paying duty. Both of these programs provide a tremendous benefit to U.S. exporters and are the last remaining legal export incentive programs available under internal rules. The USTR has asked for comments regarding its current policy on drawback and deferral programs in FTAs. Exporters are urged to let the USTR know how they feel about these restrictions. Comments should be emailed to FR0079@ustr.gov or mailed to Ms. Sarah Sipkins, Director for Market Access, Office of the USTR, 600 17th St., N.W., Room 422, Washington, D.C. 20508.

Assistance for Import-Impacted Manufacturers - Trade Adjustment Assistance (TAA) is a U.S. Department of Commerce program designed for manufacturers adversely affected by imports. This program offers 50/50 cost sharing of projects aimed at improving a firm's competitive position, up to a total of \$100,000 in projects with a maximum TAA cost sharing of \$50,000. Specifically, funds are applied toward the cost of consultants, engineers, or other outside professional service providers a firm chooses. Projects may fall into any of four categories: Manufacturing, Marketing, Financial & General Management, and Information Technologies. To qualify, a manufacturing firm must have lost some domestic business to imports and experienced sales and employment declines over the last two years. Interested firms should contact their local Trade Adjustment Assistance Center (TAAC) to get started. A TAAC professional will initially assess eligibility and prepare an application on a firm's behalf. For additional program information and a list of TAACs, visit www.taacenters.org.

Venezuela Enforces Pre-Shipment Inspection - As of September 1, all merchandise exported to Venezuela must be inspected at the port of exit. Four verification companies have been authorized to carry out these inspections. There is mandatory information that must be included in the pre-inspection document. For the list of authorized verification firms and detailed information, contact your local USEAC.

Ex-Im Bank's Transportation Security Exports Program (T-SEP) - The Export-Import Bank of the U.S. recently announced a new initiative called the Transportation Security Exports Program or T-SEP. This program provides enhanced financing for U.S. exports of products and services that help improve the security of the international transportation network in both the aviation and maritime sectors. Ex-Im Bank's loan guarantees can be used to help international buyers, primarily in emerging markets where financing may not be readily available, obtain the necessary credit to purchase the goods or services. The benefits of T-SEP include maximum allowable repayment terms under the guidelines of the Organization for Economic Cooperation and Development and support for local costs up to 15 percent of the U.S. net contract value. For more information on this program, contact your local USEAC.



Check Out These Valuable Resources:

- ✓ **Export Promotion Service's Trade Events List** - View USDOC's Export Promotion Service list of upcoming International Trade Fairs/Shows, Trade Missions, International Catalog Exhibitions, and Domestic Trade Shows selected for the International Buyer Program at http://www.export.gov/comm_svc/eps_events.html.
- ✓ **Tariffs and Taxes** - To locate country tariffs, go to www.export.gov, click on "Shipping & Documentation", then click on "Tariffs & Taxes".
- ✓ **Universal Currency Converter** - Go to: <http://www.worldatlas.com/aatlas/infopage/currconv.htm>.
- ✓ **Worldwide Holiday & Festival Site** - Go to: <http://www.holidayfestival.com/>.
- ✓ **Tips on Conducting Business Around the World** - Go to: <http://www.windowontheworldinc.com/countryprofile/index.html>.

Trade Calendar for North and South Carolina November 2003

Finance Seminar to be Offered at Furman University, December 1-2, 2003

The S.C. Department of Commerce, in conjunction with Furman University, Cherry, Bekaert & Holland, L.L.P., the S.C. State Ports Authority, and Wachovia would like to offer your company an opportunity to learn more about global trade and financing. Organized by the American Export Training Institute, this intensive two-day seminar will be held at the University Center of Furman University in Greenville, **December 1-2, 2003**.

During this unique workshop, attendees will gain a clearer understanding of how to use financing tools, such as letters of credit and government resources; offer competitive credit terms and receive payment upon shipment; protect balance sheets from the risks of international trade; and identify creditworthy prospects. Richard "Chip" Thomas, a global trade and banking expert, will lead the seminar.

Small business discounts are available and paid registrations received by November 10 will receive a \$25 discount. For additional information about this seminar, please call Melissa McLeod at (803) 737-2164.

Are You Missing Out on the **Free** Market Research Available at WWW.EXPORT.GOV?

There are over 350 new market report submissions since last month!!! Search the Country and Industry Market Reports by country, region, industry and/or report type. Below are examples of reports you will find at www.export.gov:

Country Commercial Guides (CCGs): Large, comprehensive market outlook reports covering best sectors, economic & political outlook, in-country trade practices, and regulatory issues.

New CCGs this month include: Poland, Bulgaria, Ethiopia, Venezuela, Peru, and more!

Industry Sector Analyses (ISAs): In-depth, sector-specific reports with detailed info on market size, entry strategies, marketing channels, competitors, and key contacts.

New ISAs added this month include:

To access these reports, go to
www.export.gov and click on
"Market Research".
Need help? Contact your local
USEAC for assistance.

France: Packaged Software, Civilian Aircraft Manufacturers
Scandinavia: ICT Market; Recycling; Danish Energy Market
Germany: Banking Software
Mexico: Automobile Emission Control and Testing Equipment
Italy: Broadband Technologies
France & Switzerland: Orthopedic & Rehabilitation Equipment
Russia: Mass Transit Systems and Equipment
Ecuador: Used Medical Equipment
Guatemala: Food Processing & Packaging Equipment. & Supplies
Japan: Home Healthcare Market
South Africa: Refrigeration Industry



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